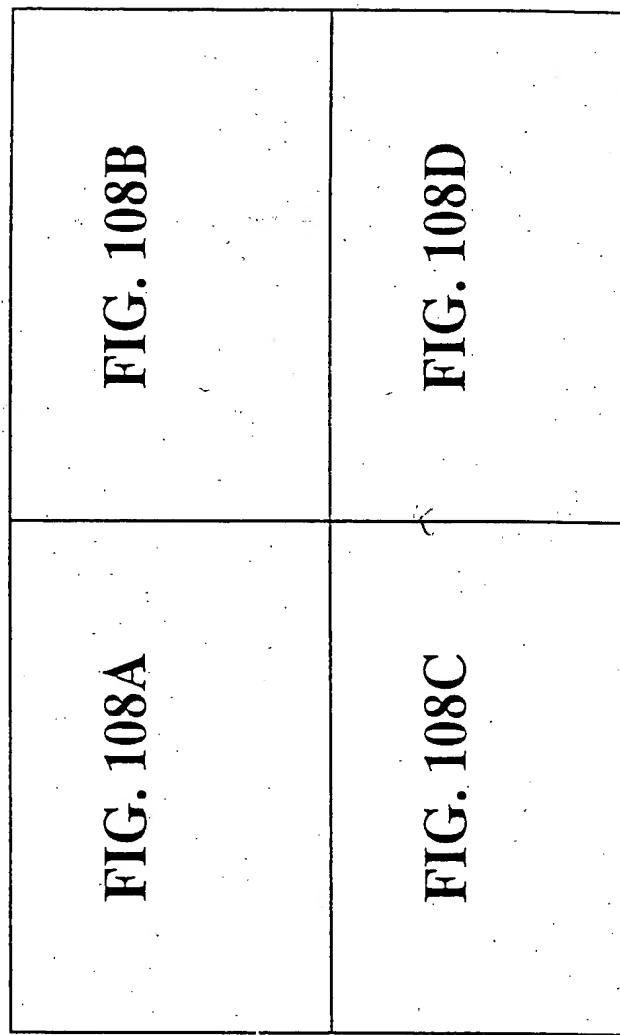


Invoice - pay - ven/terms	In -En -Rv	MVS /qty - cost	PO -billed
1-5237969	10/3/96	•INVENTORY• 4	
TECHDATA	10/7/96	5,600.00	5,600.00
TECHDATA	N30 11/26/96	P: 5,600.00 L: 5,600.00	12/5/96
AP Posted			
50-01138-21	2/5/97	M97-24410 1	24410
MicroD	2/11/97	41.69	41.69
MicroD	N30 2/7/97	P: 41.69 L: 41.69	3/5/97 #9375
AP Posted			
236139711	2/10/97	Multiple 8	
DEUTSCHE-PLS	2/14/97	6,441.52	6,441.52
MicroD	N30 2/11/97	P: 6,441.52 L: 6,441.52	3/5/97 #
AP Posted need cr. \$35.00			
11-38282-11	6/5/97	Multiple 10	
Merisel	6/9/97	777.40	777.43
Merisel	N30 6/6/97	P: 777.43 L: 777.43	7/25/97 #97
13-32564-11	6/1/97	M97-24919 1	24919
Merisel	6/9/97	360.24	360.24
Merisel	N30 6/6/97	P: 360.24 L: 360.24	7/5/97 #965
1012	5/21/97	Expenses	
RX LANIER ELEC	6/10/97		900.00
LANIER ELEC	N30 00/00/00	P: 900.00 L: 900.00	6/19/97 #96
<input type="checkbox"/> Dupes <input checked="" type="checkbox"/> Options (Exclusive) <input type="checkbox"/> Problems <input type="checkbox"/> Vendor RMA <input type="checkbox"/> Sort <input type="checkbox"/> Sets <input type="checkbox"/> Find <input type="checkbox"/> New Records <input type="checkbox"/> R			
<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>			

FIG. 89A

FIG. 108



Income Statement 2		<input type="checkbox"/> Trend Analysis	Financials:N	
Line	Column	Field	Col-4	Col-5
+ -	+ -	Clear		<input checked="" type="radio"/> Portrait
Add	Delete	Headers		
Col-1	Col-2	Col-3	Col-4	Col-5
Operating revenue				
Gross Sales			B-Sales Income	
Less: Sales discount			B-Sales Discount	
Sales return and allowance			B-Sales Returns/All	Calculated
Net sales			B-Sales	Calculated
Blank				
Cost of good sold			B-Merchandise Inv	
Merchandise inventory start of period			B-Sales Income	
Purchase			B-Purchase Discount	
Less: Purchase discount			B-Purchase Returns	Calculated
Purchase return and allowances			B-Purchase	Calculated
Net purchase			B-Cost of Goods Sold	
Add Transportation			B-Cost of Goods Sold	Calculated
Net cost of purchase			B-Cost of Goods Sold	Calculated
Cost of good available for sale			B-Merchandise Inv	Calculated
Less: Merchandise Inventory - end of period			B-Merchandise Inv	Calculated
Cost of goods sold			B-Merchandise Inv	Calculated
Gross Margin				
Blank				
Operating expense				

FIG. 108A

Modify Record																																																											
Start Date	Pick	Reports used (Links)	Used by :																																																								
End Date	Pick																																																										
<input type="radio"/> Landscape																																																											
<table border="1"> <thead> <tr> <th colspan="2">Chart of Accounts</th> </tr> </thead> <tbody> <tr><td>BA</td><td>1210</td><td>Trade Acct Receivables</td></tr> <tr><td>BA</td><td>1215</td><td>Accts Rcvbls - American Express</td></tr> <tr><td>BA</td><td>1216</td><td>Accts Rcvbls - Visa</td></tr> <tr><td>BA</td><td>1220</td><td>Notes Receivable</td></tr> <tr><td>BA</td><td>1240</td><td>Other Receivables</td></tr> <tr><td>BA</td><td>1250</td><td>Employer's Loans and Advances</td></tr> <tr><td>BA</td><td>1410</td><td>Merchandise Inventory</td></tr> <tr><td>BA</td><td>1510</td><td>Prepaid Expense</td></tr> <tr><td>BA</td><td>1520</td><td>Pepaid Fed. Corp. Tax</td></tr> <tr><td>BA</td><td>1530</td><td>Prepaid Franchise Tax</td></tr> <tr><td>BA</td><td>1610</td><td>Furniture and Fixtures</td></tr> <tr><td>BA</td><td>1620</td><td>Office Equipment</td></tr> <tr><td>BA</td><td>1630</td><td>Class Room Equipment</td></tr> <tr><td>BA</td><td>1640</td><td>Vehicles</td></tr> <tr><td>BA</td><td>1650</td><td>Leasehold Improvement</td></tr> <tr><td>BA</td><td>1710</td><td>ACC Depreciation - F&F</td></tr> <tr><td>BA</td><td>1720</td><td>Acc. Depreciation - Office Equip.</td></tr> <tr><td>RA</td><td>1730</td><td>Acc. Depreciation - Class Room</td></tr> </tbody> </table>				Chart of Accounts		BA	1210	Trade Acct Receivables	BA	1215	Accts Rcvbls - American Express	BA	1216	Accts Rcvbls - Visa	BA	1220	Notes Receivable	BA	1240	Other Receivables	BA	1250	Employer's Loans and Advances	BA	1410	Merchandise Inventory	BA	1510	Prepaid Expense	BA	1520	Pepaid Fed. Corp. Tax	BA	1530	Prepaid Franchise Tax	BA	1610	Furniture and Fixtures	BA	1620	Office Equipment	BA	1630	Class Room Equipment	BA	1640	Vehicles	BA	1650	Leasehold Improvement	BA	1710	ACC Depreciation - F&F	BA	1720	Acc. Depreciation - Office Equip.	RA	1730	Acc. Depreciation - Class Room
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RA	1730	Acc. Depreciation - Class Room																																																									

FIG. 108B

Selling expense		B-Multiple Acts	
Sales salaries and commission expense		B-Advertising and M	
Advertising expense		B-Rent	
Rent expense		B-Office Expense	
Supplies expense		B-Utilities	
Utilities expense		B-Depreciation	
Depreciation expense		B-Misc. Expenses	Calculated
Other selling expense		B-Officer wages	
Administrative expense		B-Insurance	
Salaries expense executive		B-Computer Expenses	Calculated
Insurance expense		Total operating expense	Calculated
Supplies expense		Income from operations	Calculated
Total operating expense		Blank	
Income from operations		Non Operation revenue and expense	
Blank		B-Interest Income	
Non operating revenue		B-Interest Expense	
Interest revenue		Net Income	
Non operating expense			
Interest expense			
Net Income			

FIG. 108C

FIG. 108D

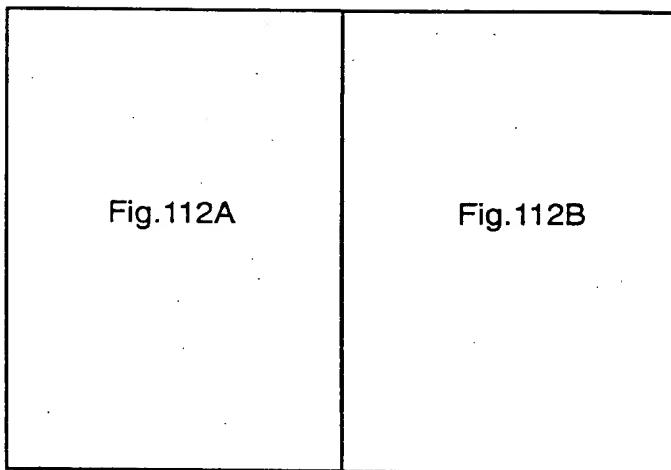
BA	1735	ACC. DEPRECIATION - VEHICLES
BA	1740	Acc. Depreciation - Lease Hold
BA	1750	Loans to Shareholder
BL	2010	Trade Accounts Payable
BL	2020	Auto Loan - Current
BL	2030	Loans Payable
BL	2040	Interest Payable
BL	2050	Accrued Payable
BL	2055	Accrued Expense Payable
BL	2060	Salary payable
BL	2180	Payroll Tax Payable
BL	2310	Sales Tax Payable
BL	2360	State Income Tax Payable
BL	2380	Fed Income Tax Payable
BL	2450	Long Term Debt
BS	3120	Common Stock
BS	3200	Dividend
BS	3900	Prior Year's Retained Earnings
IP	4010	Sales Income
IP	4015	Credit Card Accrued Income
IP	4020	Sales Discount
IP	4060	Sales Returns/Allowance
		↓
		↑
		↓
		↑

Remove Accrued Missing

COGS AR AP



Fig. 112



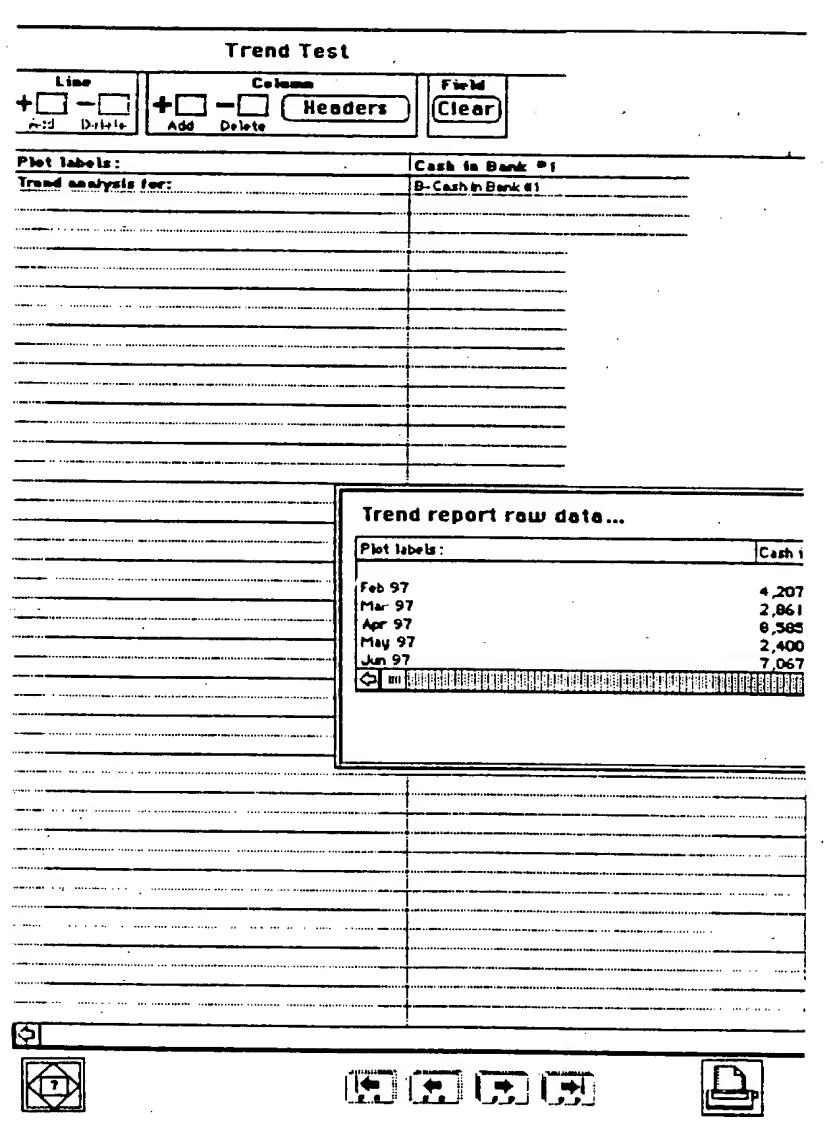


FIG. 112A

Used (Links)			Used by:																							
Chart of Accounts																										
	IE	7440	Misc. Expenses																							
	IP	4070	Misc. Income																							
	BA	1220	Notes Receivable																							
	BA	1620	Office Equipment																							
	IE	7110	Office Expense																							
	IE	6020	Officer Wages																							
	BA	1240	Other Receivables																							
	IE	6110	Payroll Tax Expense																							
	BL	2180	Payroll Tax Payable																							
	BA	1520	Prepaid Fed. Corp. Tax																							
	IE	7130	Postage and Courier Services																							
	BA	1510	Prepaid Expense																							
	BA	1530	Prepaid Franchise Tax																							
	BS	3900	Prior Year's Retained Earnings																							
	IP	5020	Purchase Discount																							
Bank #1																										
Trade Accounts Payable																										
00			2,500.00																							
00			4,624.00																							
00			8,699.00																							
00			8,183.00																							
00			7,378.00																							
<input type="button" value="Export &E"/> <input type="button" value="Graph &G"/> <input type="button" value="Print &P"/> <input type="button" value="Done"/>																										
<table border="1"> <thead> <tr> <th colspan="2">Shipping</th> </tr> </thead> <tbody> <tr> <td>IP</td><td>4090</td><td>Shipping and Handling</td></tr> <tr> <td>IE</td><td>9010</td><td>State Income Tax Expense</td></tr> <tr> <td>BL</td><td>2360</td><td>State Income Tax Payable</td></tr> <tr> <td>IE</td><td>7140</td><td>Stationery and Supplies</td></tr> <tr> <td>IE</td><td>7220</td><td>Taxes - Others</td></tr> <tr> <td>IE</td><td>8150</td><td>Taxes - Penalty</td></tr> <tr> <td>IE</td><td>7030</td><td>Telephone</td></tr> </tbody> </table>				Shipping		IP	4090	Shipping and Handling	IE	9010	State Income Tax Expense	BL	2360	State Income Tax Payable	IE	7140	Stationery and Supplies	IE	7220	Taxes - Others	IE	8150	Taxes - Penalty	IE	7030	Telephone
Shipping																										
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IE	7140	Stationery and Supplies																								
IE	7220	Taxes - Others																								
IE	8150	Taxes - Penalty																								
IE	7030	Telephone																								
<table border="1"> <tbody> <tr> <td>BA</td><td>1210</td><td>Trade Acct Receivables</td></tr> <tr> <td>IE</td><td>7350</td><td>Travel</td></tr> <tr> <td>IE</td><td>7020</td><td>Utilities</td></tr> <tr> <td>BA</td><td>1640</td><td>Vehicles</td></tr> </tbody> </table>				BA	1210	Trade Acct Receivables	IE	7350	Travel	IE	7020	Utilities	BA	1640	Vehicles											
BA	1210	Trade Acct Receivables																								
IE	7350	Travel																								
IE	7020	Utilities																								
BA	1640	Vehicles																								
<input type="button" value="Remove Account"/> <input type="button" value="Missing"/> <input type="button" value="COAS"/> <input type="button" value="AR"/> <input type="button" value="AP"/>																										
																										

FIG. 112B

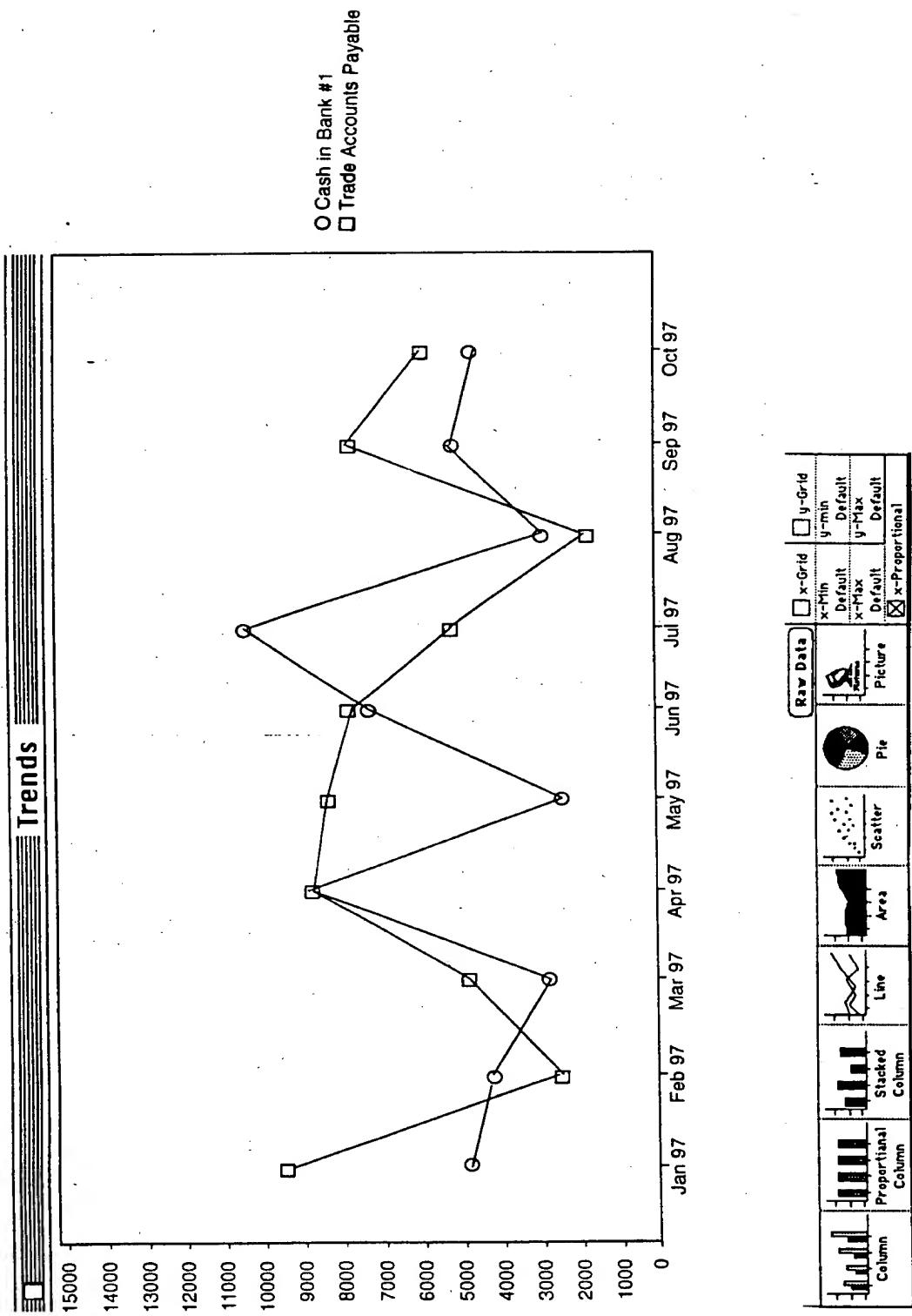


FIG. 113

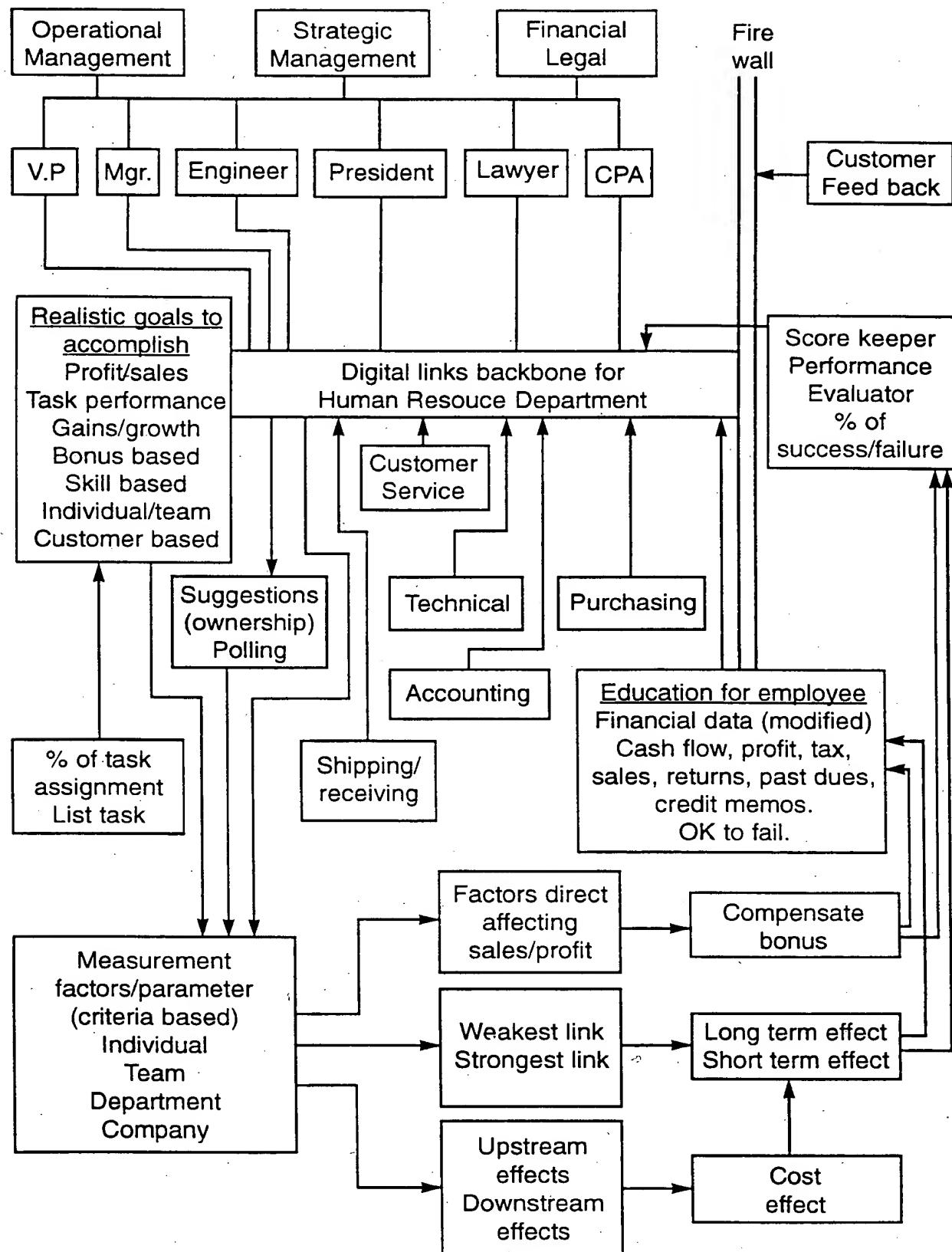
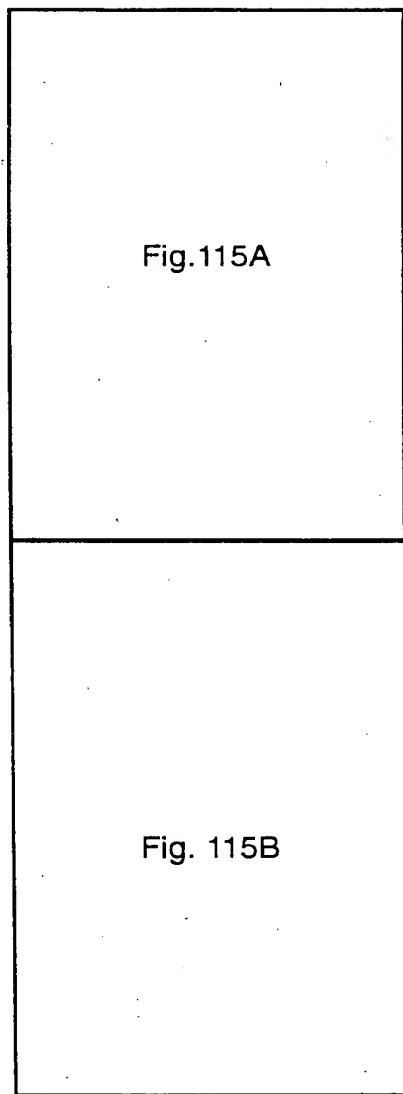


FIG.114

Fig. 115



Candidate

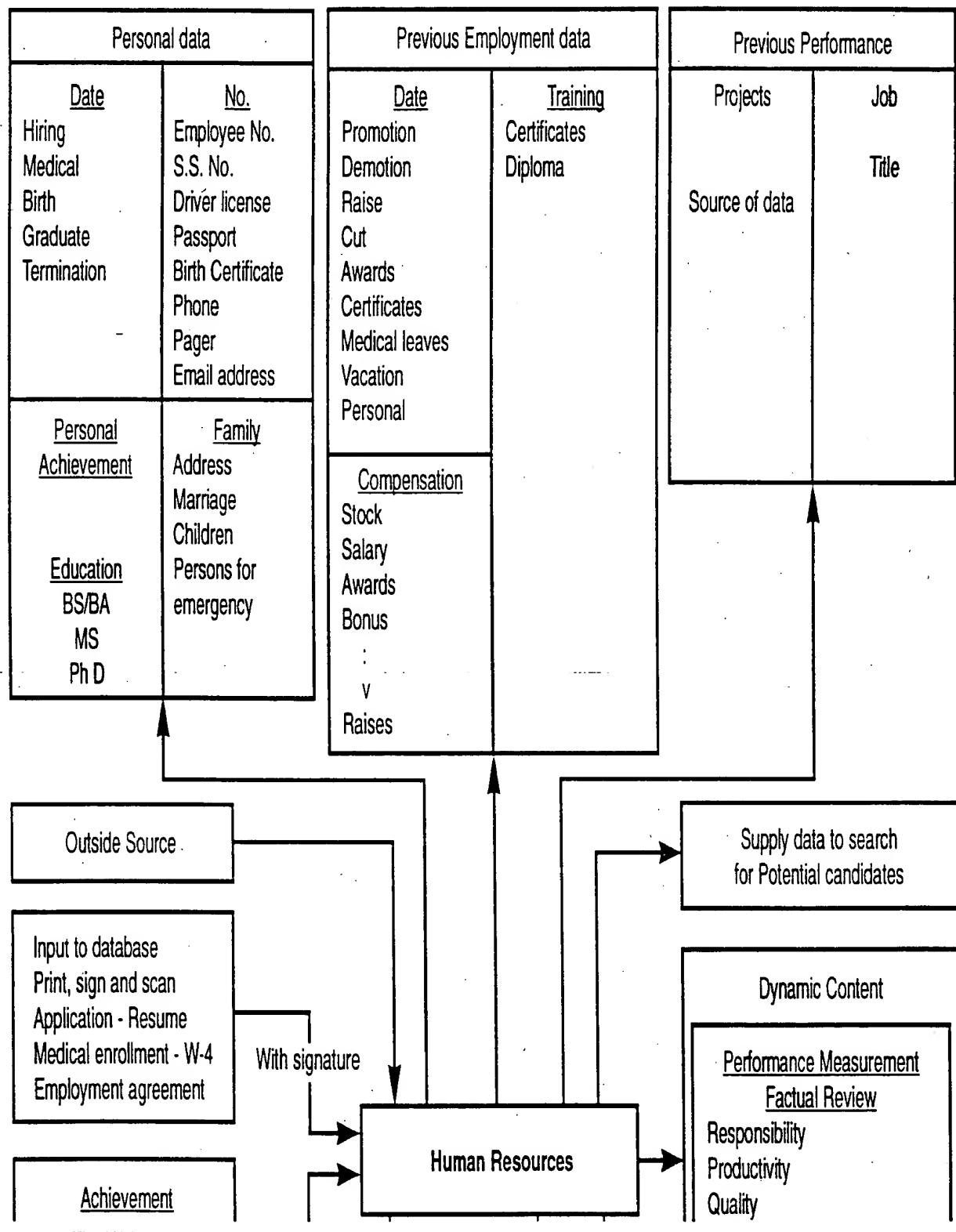


FIG.115A

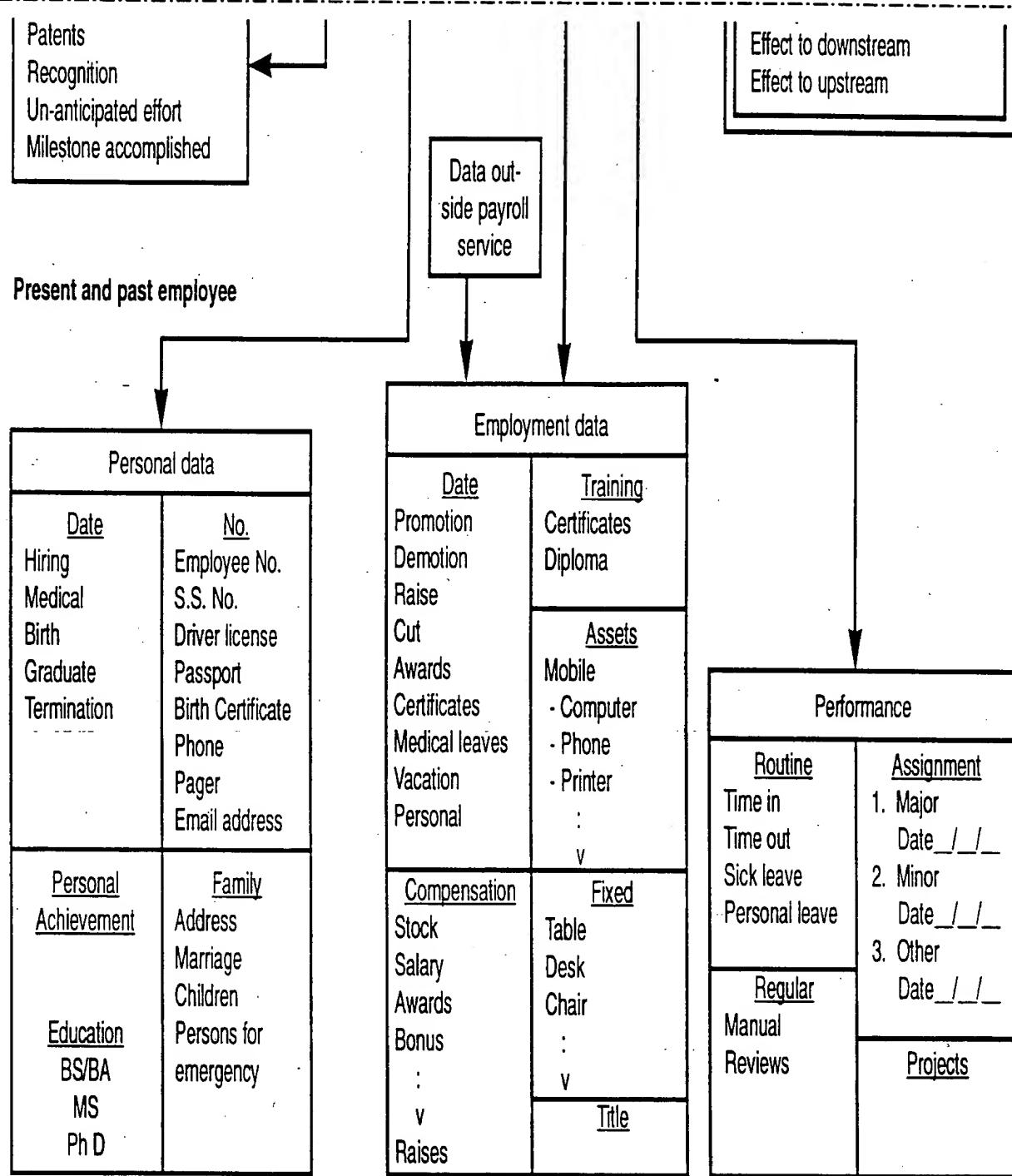


FIG.115B

Fig. 116

Fig.116A	Fig.116B	Fig.116C	Fig.116D	Fig.116E
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Algorithm of Activity Data

		Major Measuring Category						
Assignment	Qty by period	\$ by period	Time between date	Responsible Dept.	RMA		Upstream	Downstream
					Day between date	Amt. by period		
Quotes	No., No. convert to MWS	Total amt. Pcost, Scost Install cost Freight cost	Create date Post date Quote date	Sales	V. rec.date V. Ship C.rec.date C. ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	Customer Service	
MWS	Total items, Total amt	Total amt., Pcost, Scost, Install cost, Freight cost	Create date Reviewed post date	Sales Customer Service	V. rec.date V. Ship C.rec.date C. ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	Customer Service	Purchase
Cust.Inv.	Total Inv., Total RMA, # of 30days, 45 days,	Total amt. Splice, Install cost,	Issue date Printed date Paid date	Account Receivable Shipping	V. rec.date V. Ship C.rec.date C. ship	Exp. V.cr. V. cr. C. cr.	Purchase	A/R

FIG. 116A

	etc.	Freight, Tax	Input	Received from ven. Ship to cust. Due date Paid date Approved Scheduled Reviewed Entry Create date	Create date Fax	Rec. cr	A/P
Ven.Inv.	Total Inv #, Past due # of invoices - 30, 60, 90 days	Total amt., Vcost, Pcost, Freight, Tax			V. rec.date V. Ship C.rec.date C. ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	
Cust.Cr.	Total Items Credit memo					V. rec.date V. Ship C.rec.date C. ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr
Ven.Cr.	Total Items Ven.cr.				Ven.cr. memo Rcv'd date	Account Payable V. Ship C. ship	Exp. V.cr. V. cr. Sales A/P

FIG. 116B

FIG. 116C

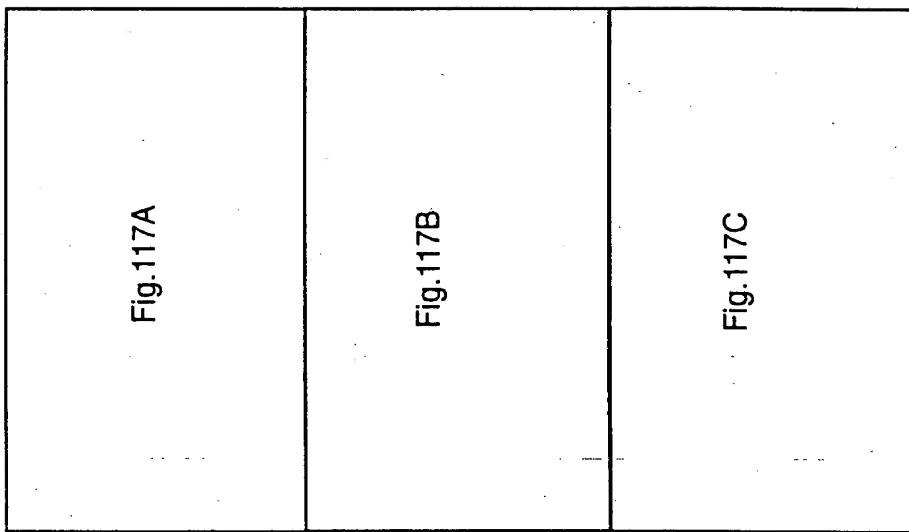
Cust. Payment		Cust. Invoices C.cr.memo	Total amount	C.payment Check Post Approve	Account Receivable	V. Ship C.rec.date C.ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	Ship Sales	AR
RMA			Total RMA items	RMA V. rcv'd RMA V. ship RMA C. rcv'd RMA C. ship	CSR Sales Ship/Rcv Engineering	V. rec.date V. Ship C.rec.date C.ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	Sales Rcv	A/P A/R
Customer	# of customer		Total \$ Total \$ per cust.	Total \$ % of Avg. of margin	Duration/customer Rate of growth/ period	Sales Account	V. rec.date V. Ship C.rec.date C.ship Create date Fax	Exp. V.cr. V. cr. C. cr. Rec. cr	Purchase Customer Service
Vendor	# of vendor		Unclear inv. Inv. \$ Clear inv., %		Duration/customer Rate of growth/ period	Sales Account	V. rec.date V. Ship C.rec.date C.ship Create date	Exp. V.cr. V. cr. C. cr. Rec. cr	Ship/Rcv Install/ Engineering

FIG. 116D

FIG.116E

	Purchase	Total items Total MWS B/O items	S/cost P/cost	Order date, MWS date, Rec'd date, B/O rec'd date, Item order date	A/P Buyer Sales	V. rec.date V. Ship C.rec.date C. ship Create date Fax	Exp. V.c. V. cr. C. cr. Rec. cr	Sales	Ship/Rcv Install/ Engineering
	Commission/ earning		\$ # of format	\$/period Rate of increase	Sales Purchasing	V. rec.date V. Ship C.rec.date C. ship Create date Fax	Exp. V.c. V. cr. C. cr. Rec. cr	Vendor Customer Purchase	Customer Service
	Financial		Total V. inv. Total C. inv	Total A/P Total A/R	Accounting Purchasing	V. rec.date V. Ship C.rec.date C. ship Create date Fax	Exp. V.c. V. cr. C. cr. Rec. cr	NA	NA

Fig. 117



Company Performance Analysis

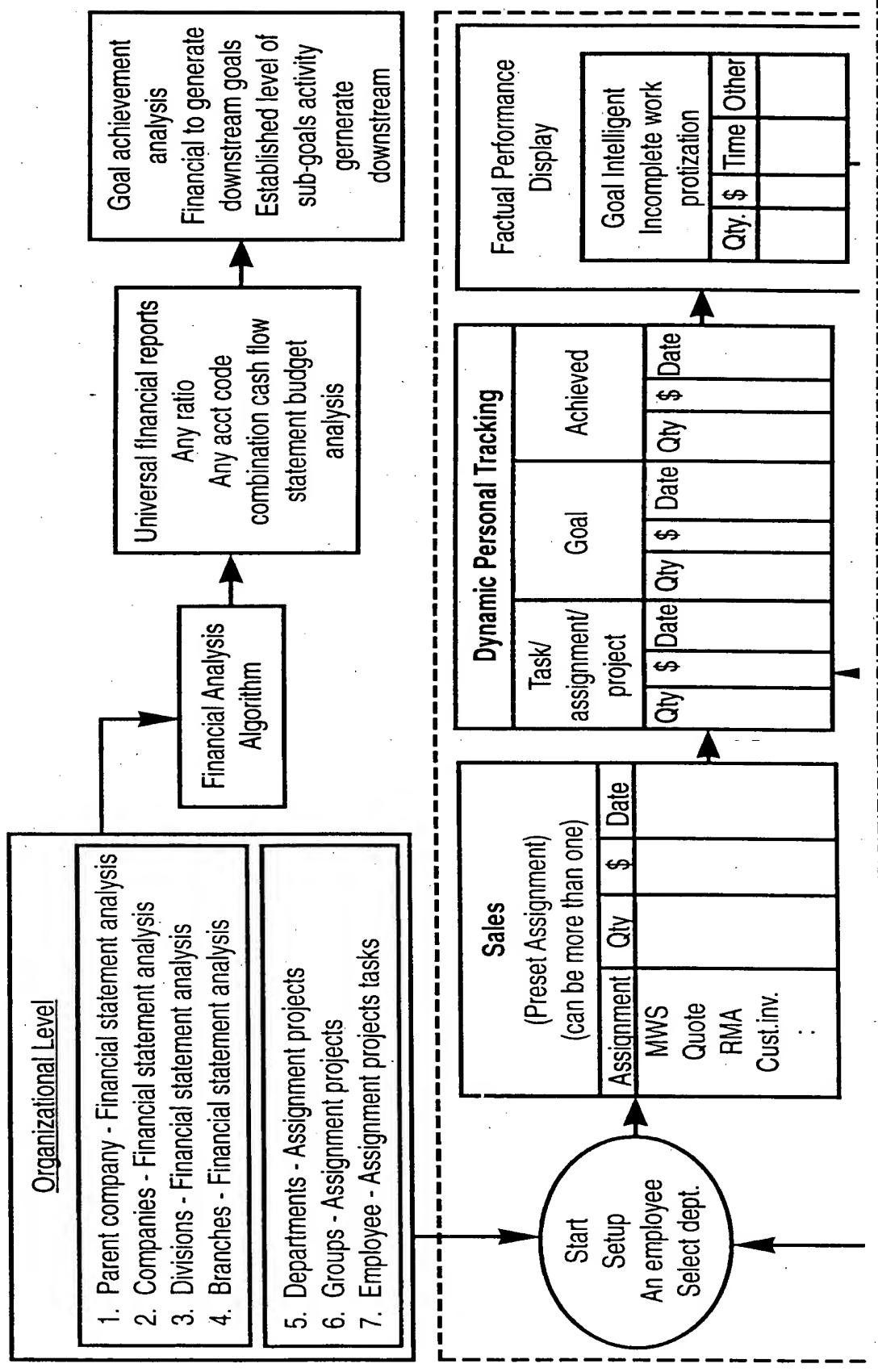


FIG.117A

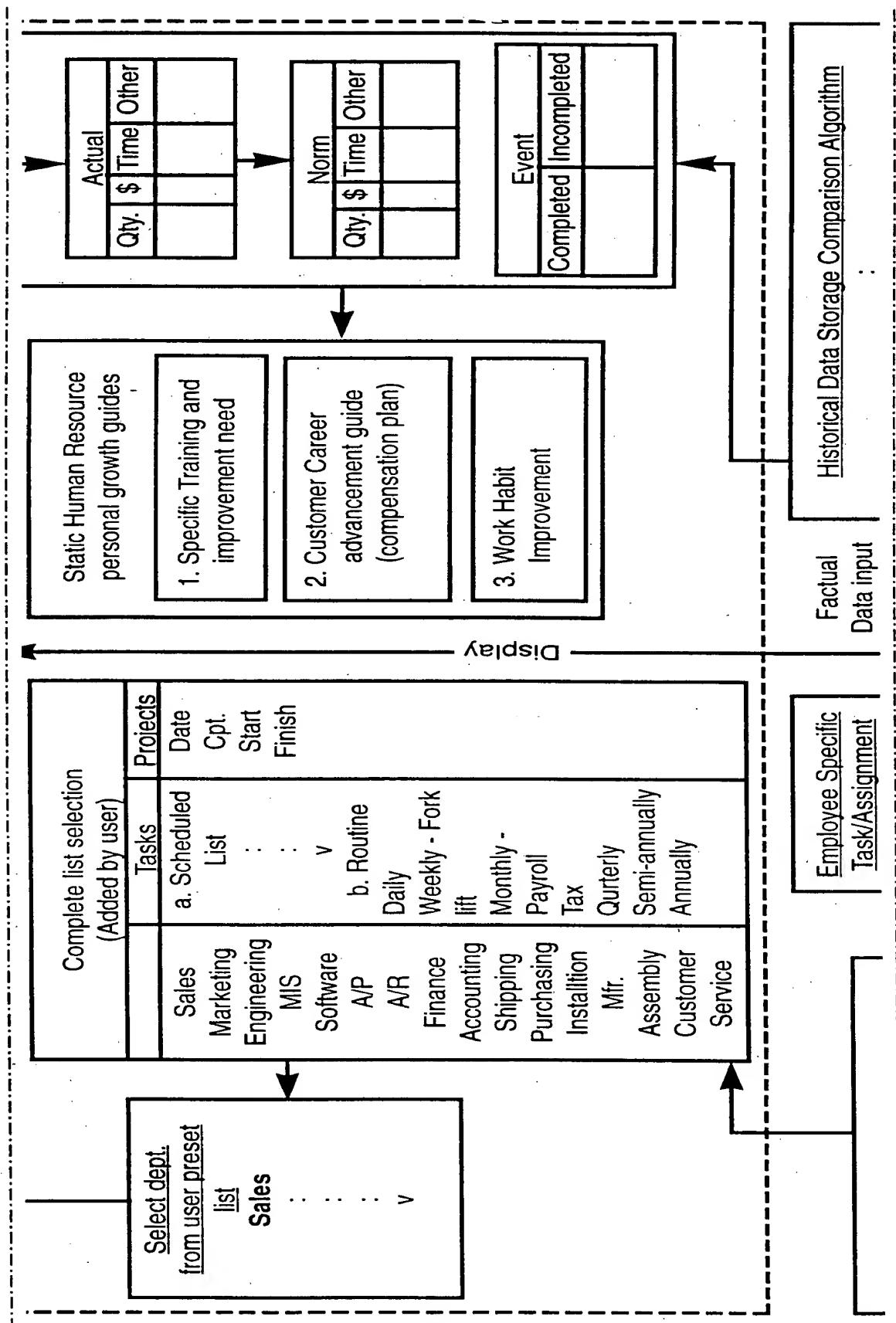


FIG.117B

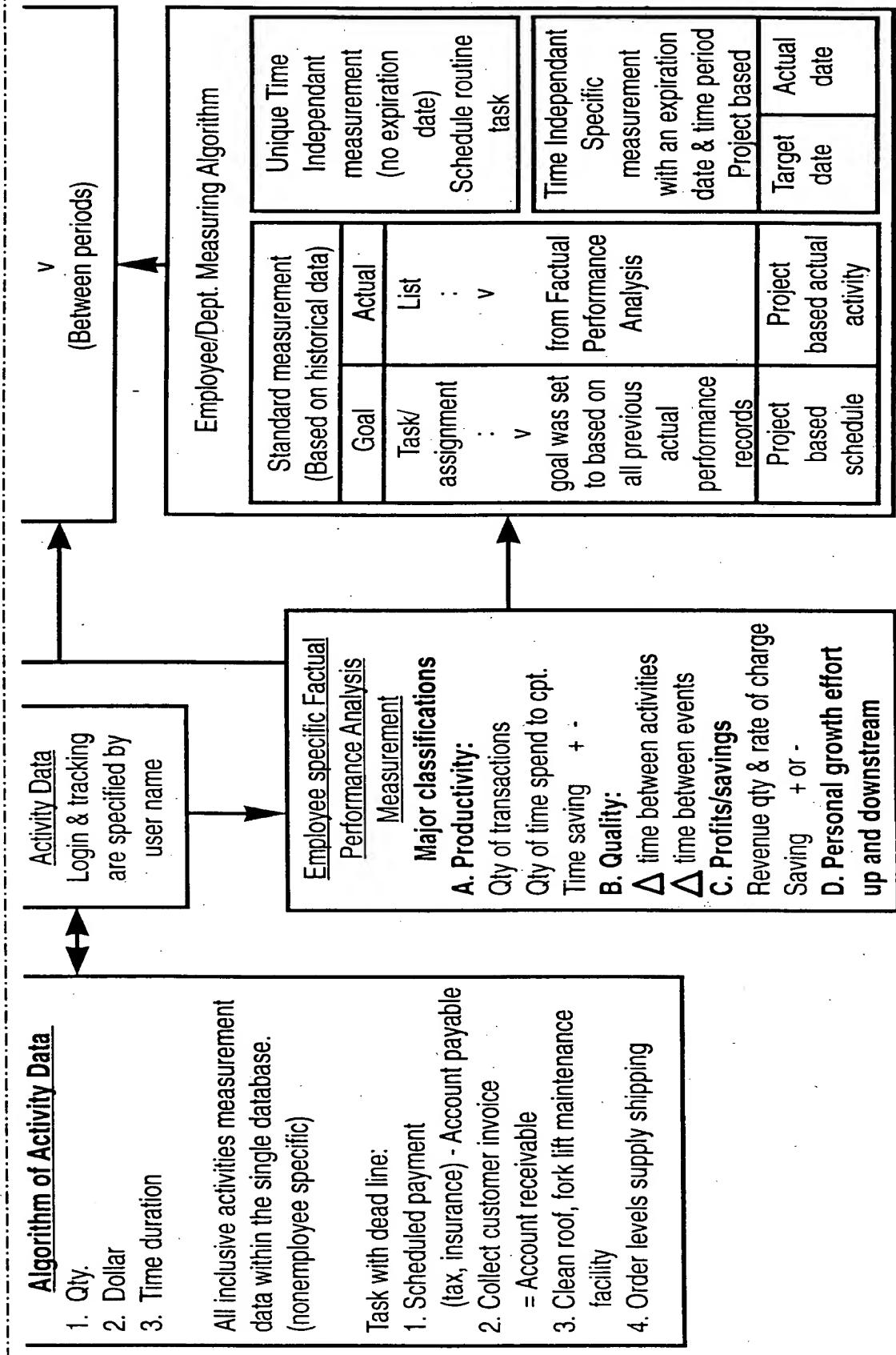


FIG.117C

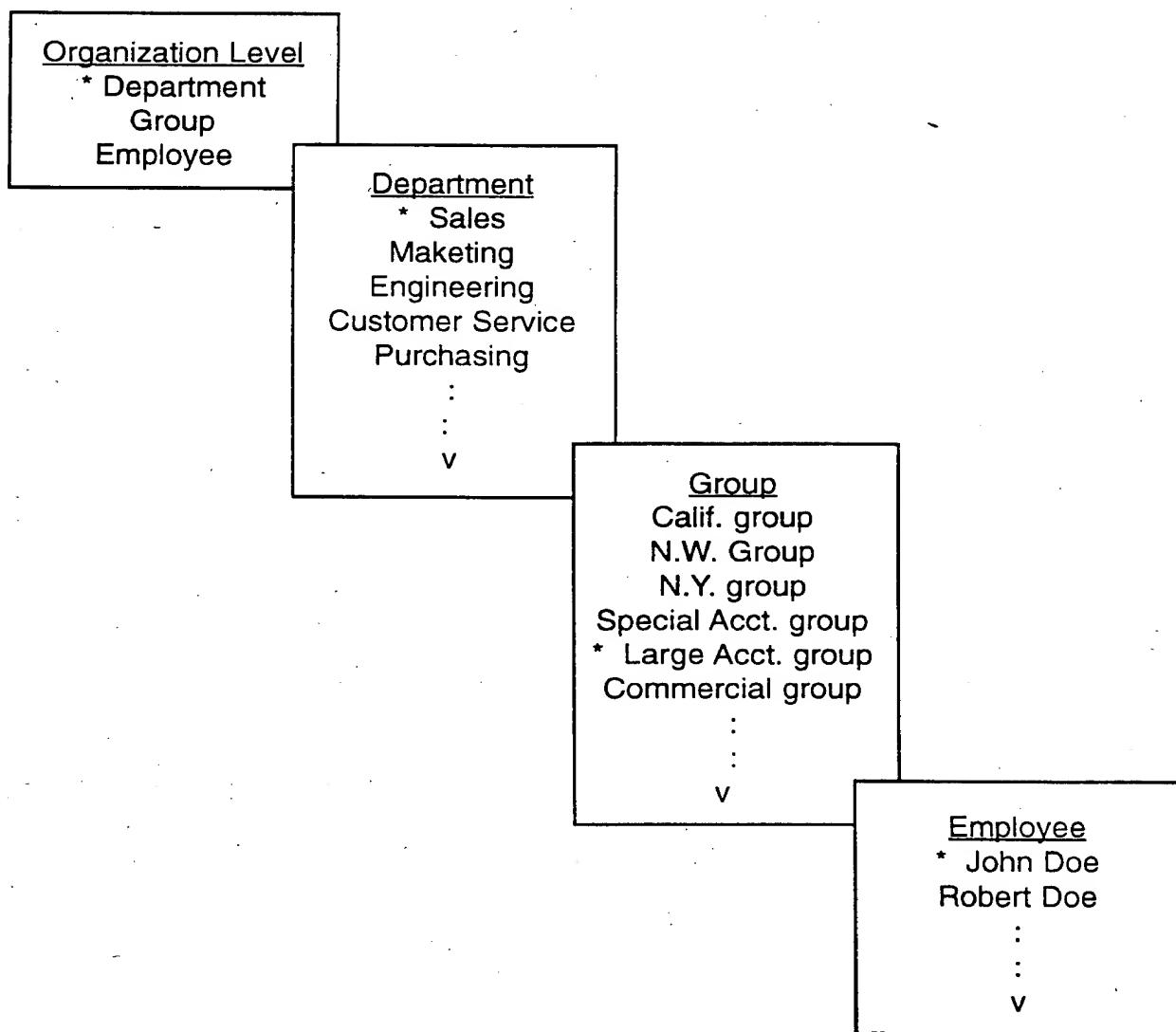
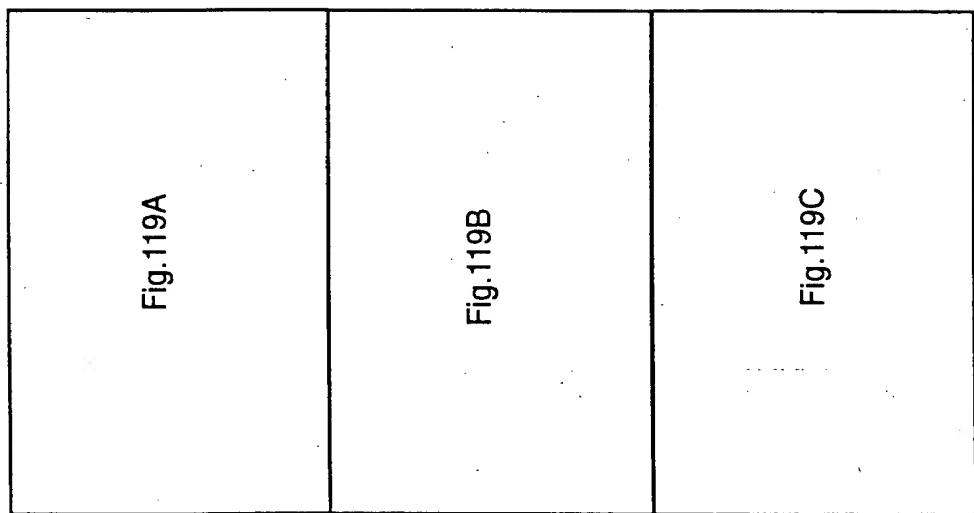


FIG.118

Fig. 119



Factual Performance Analysis

Single Period

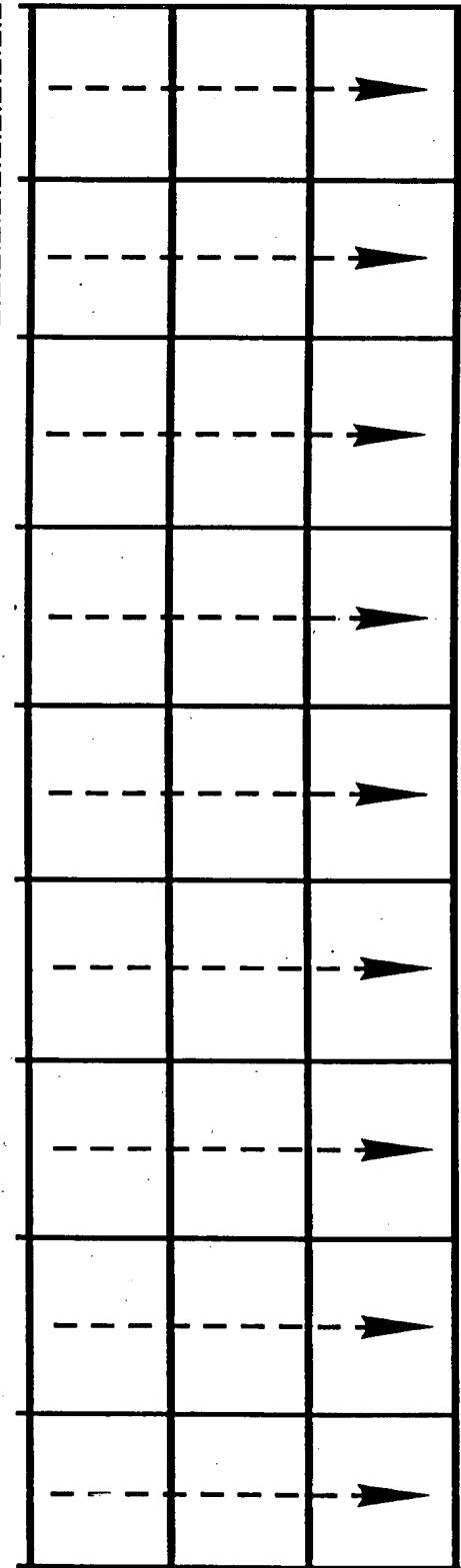
Sales department
Large Acct group

John Doe

- Static data - double click for static personal data
- Per period (daily)(weekly)(monthly)(quarterly)

Measuring Parameter	Productivity (A)			Quality (B)			Profitability (C)			Upstream		Downstream	
	Qty/period (A1)	\$/period (A2)	% profit/period (A3)	Time period (B1)	Accounting C.Cr. memo (B2)	Gross Margin			Customer	Customer Service			
Quotes				PO date Quote date	NA	NA	Commission earned	Customer	Customer Service		Purchasing		
MWS				Create date Review date	# of invoice /cr.memo	Gross margin					Inside Sales	Purchasing	Receiving
RMA				Create date Cust. rec'd date	# RMA return for credit	Restocking fee	Partial vendor cr.memo						

FIG.119A



Multiple Period

Factual Performance Analysis

Sales department
Large Acct group
John Doe

- Static data - double click for static personal data
- Per period (daily)(weekly)(monthly)(quarterly)

Period #1	Period #2	Period #3	Period #4	Period #5	Period #6	% growth between period	Avg	Goal	History	Grade	Forecast

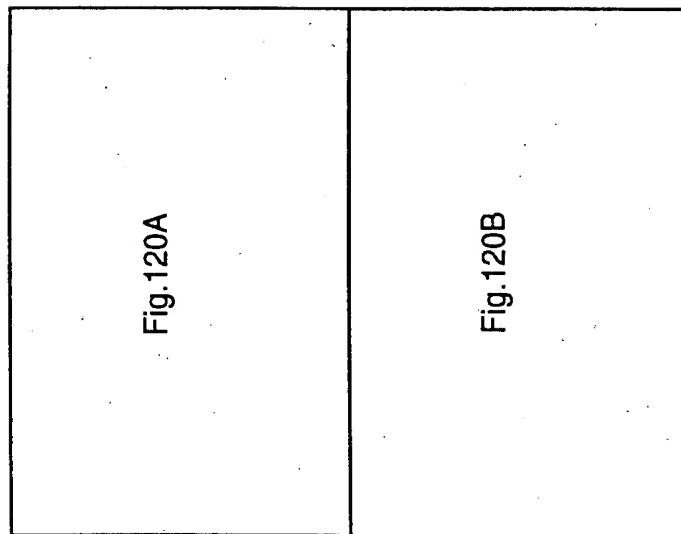
FIG.119B

Measuring Parameter	A/B/C	A/B/C	A/B/C	A/B/C	A/B/C	A/B/C
Quotes	A/B/C	A/B/C	A/B/C	A/B/C	A/B/C	A/B/C
MWS	A/B/C	A/B/C	A/B/C	A/B/C	A/B/C	A/B/C
RMA	A/B/C	A/B/C	A/B/C	A/B/C	A/B/C	A/B/C

Select: A1, A2, A3, B1, B2, C

FIG.119C

Fig. 120



Factual Performance Analysis

Sales department
Large Acct group
John Doe

- Static data - double click for static personal data
- Per period (daily)(weekly)(monthly)(quarterly)
(Choose a period)

Period #1	Period #2	Period #3	Period #4	Period #5	Period #6	% growth between period	Avg	Goal	History	Grade	Forecast
Measuring Parameter	A/B/C										
Quotes											
MWS											
RMA											

FIG.120A

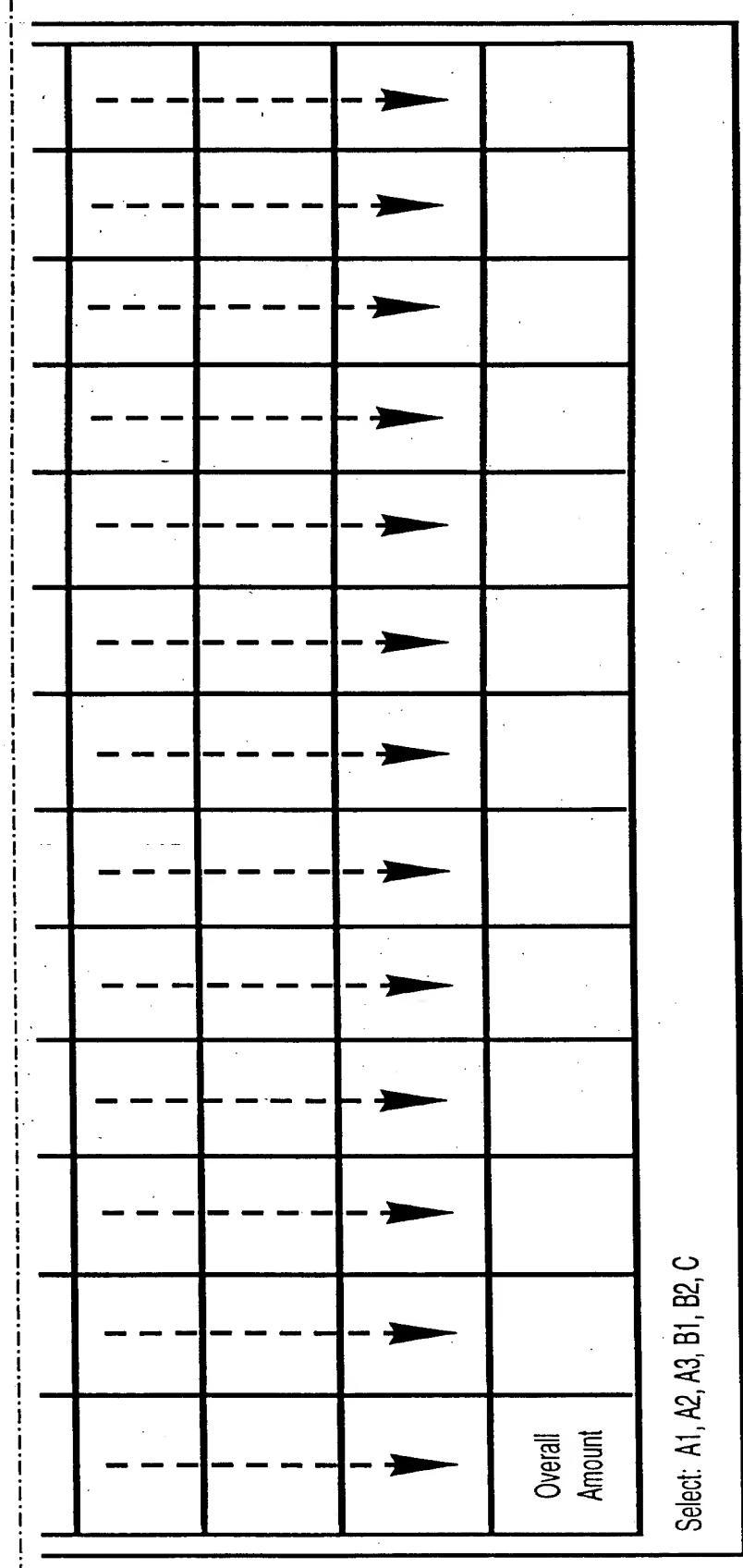
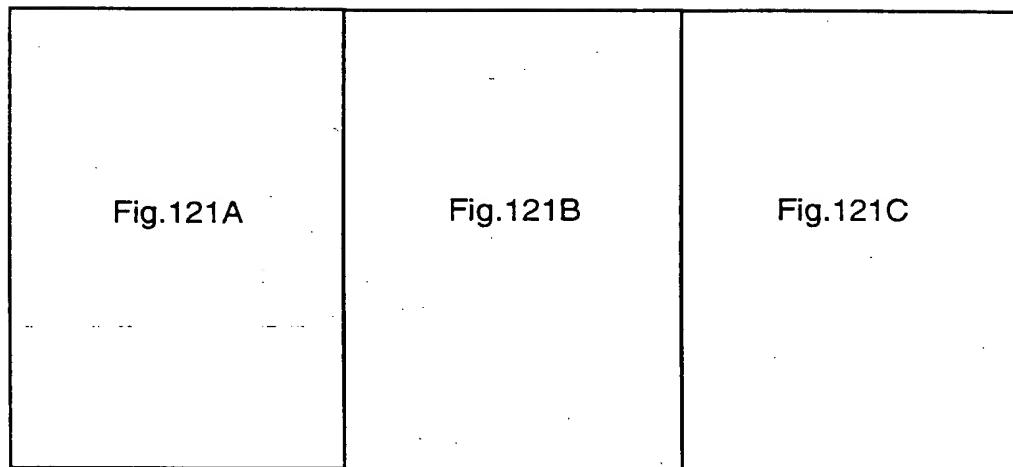


FIG. 120B

Fig. 121



Invoice	-pay	-ven/terms	In	-En	-Rv	M
1975912-01			5/10/93			M
IT	TT		00/00/00			
CmpLnd		N30	3/22/93			P
1171613-01			7/1/93			N
IT	TT		00/00/00			
CmpLnd		N30	7/1/93			P
1178411-01			7/5/93			N
IT	TT		00/00/00			
CmpLnd		N30	7/6/93			P
1171612-01			5/19/93			N
IT	TT		00/00/00			
CmpLnd		N30	5/19/93			P
1171611-01			4/22/93			N
IT	TT		00/00/00			
CmpLnd		N30	00/00/00			P
TESTING						
2905011-01			4/14/93			N
IT	TT		00/00/00			
CmpLnd		N30	4/14/93			A
4415611-02			4/2/93			N
IT	TT		00/00/00			
CmpLnd		N30	4/2/93			
Dupes	?	Options	Exclusive	R A	C F	
		<input type="checkbox"/> Problems				
		<input type="checkbox"/> Vendor RMA				Sort

FIG. 121A

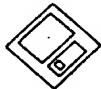
Ven_Invoices: 7 of 27234 (Sales-MU)

ՀԱՅ ԽՎՈՒԼԵՆ



An Invoice with this invoice number is already entered for this payee!

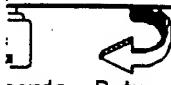
OK



Done

move Pre

Historical



words Return Rel:

FIG. 121B

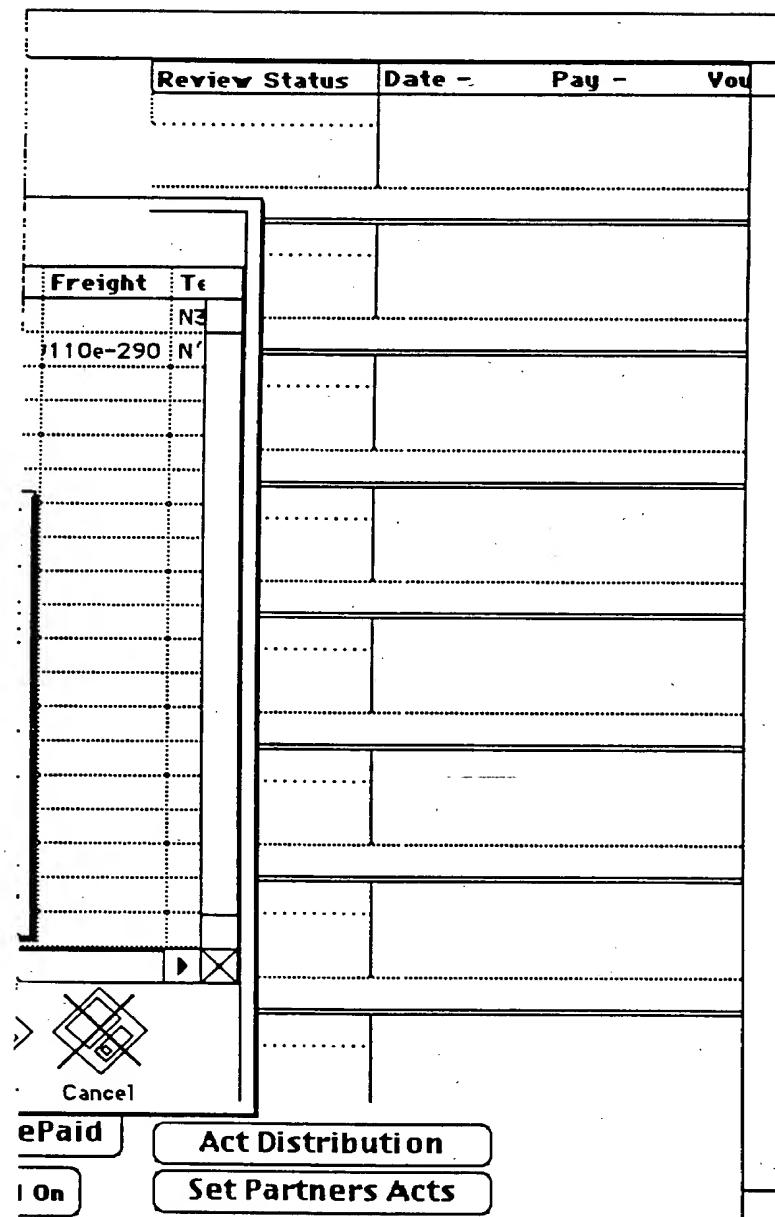


FIG. 121C

Fig. 122

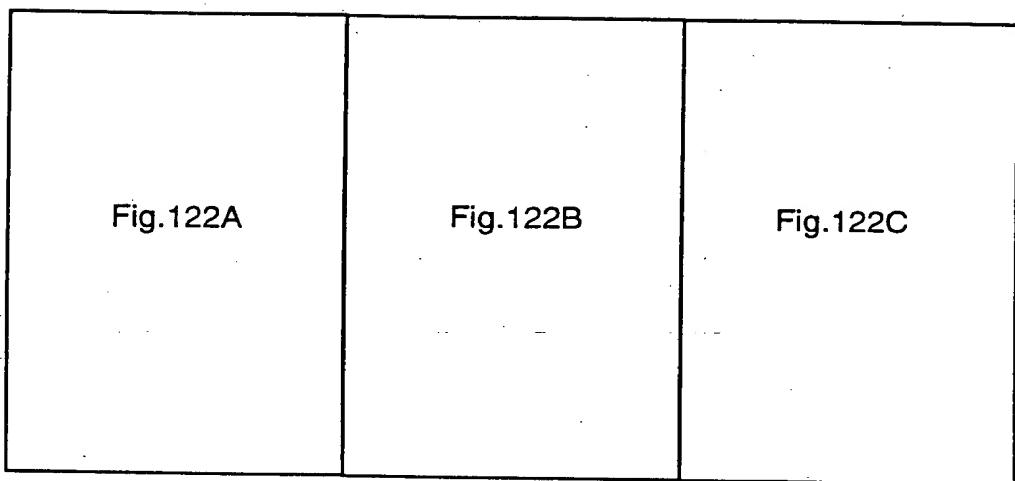


FIG. 122A

FIG. 122B

FIG. 122C

Fig. 123

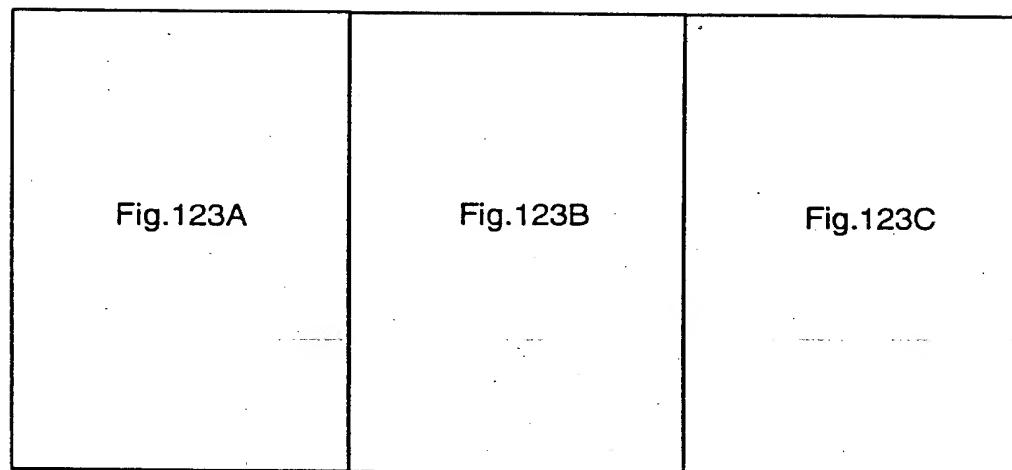


FIG. 123A

Next payment	Status-problem	RMA -Vcredit	Disc-Dt-\$-Ls	Cust In
Paid-NP				No

Add Invoices



An Invoice with this invoice number is already entered for this payee!

OK



Done

FIG. 123B

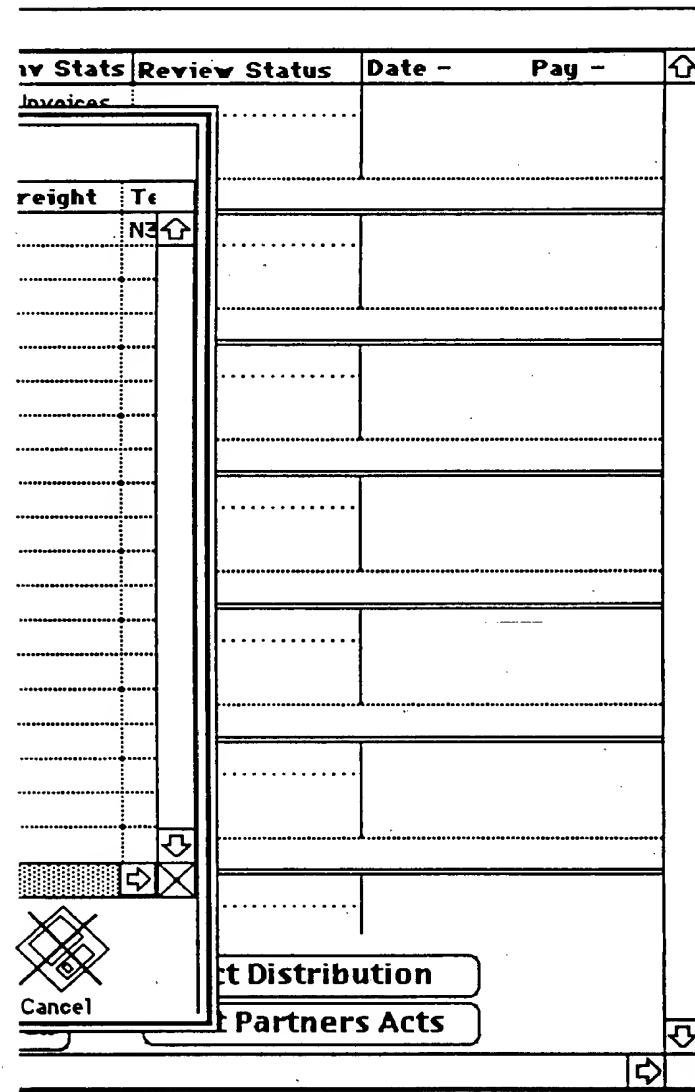
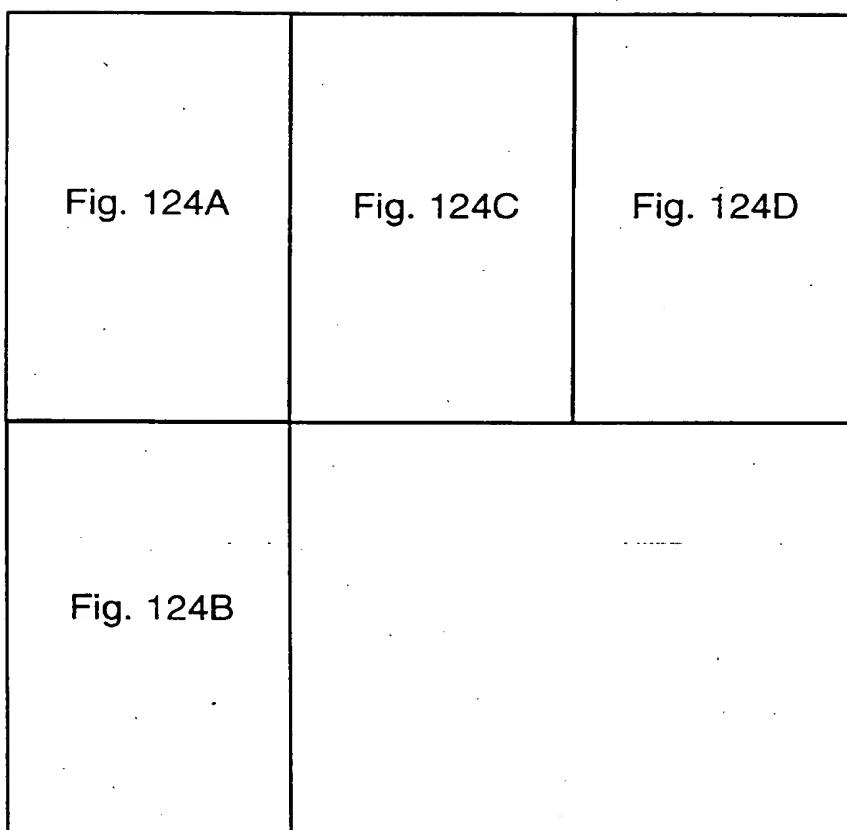


FIG. 123C

Fig 124



 File

ga Activities Help

Ver

▲
Get all not paid
Get not reconciled
Get Reconciled

Reconcile with credit

Pre-Approve...
Get Pre-Approve
Remove Pre-Approve

APPROVE...

Get approved

Schedule payments
Schedule pre-paid payments

Get discount payments
Schedule discount payments

Close selection...
HOLD selection...
Get Hold

There are 1

FIG. 124A

 <p>Dupes</p>	<p>Close selection... HOLD selection... Get Hold</p> <p>Reset status back 1...</p> <p>Edit terms/payment/vouchers...</p> <p>Integrity check</p> <p>Temporary notes</p> <p>Update invoice</p> <p>Mark ready for review</p> <p>Get ready to review Mark reviewed Get reviewed</p> <p>Get Tracking Mark for Tracking Remove tracking Tracking notes</p> <p>Current status/Review status</p> <p>Cash flow analysis AP Processing</p> <p>Show Invoice Detail</p>	   <p>New Records Return Rela</p>
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FIG. 124B

Invoices: 7 of 27234 (Sales-MWS)

o selected records for: Ven_Invoices

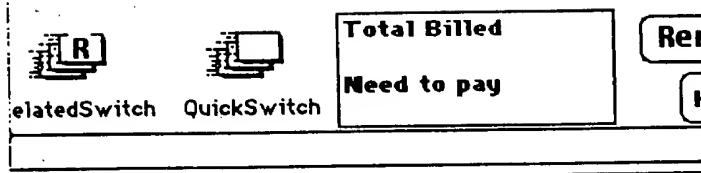
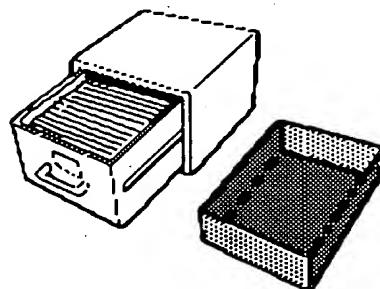


FIG. 124C

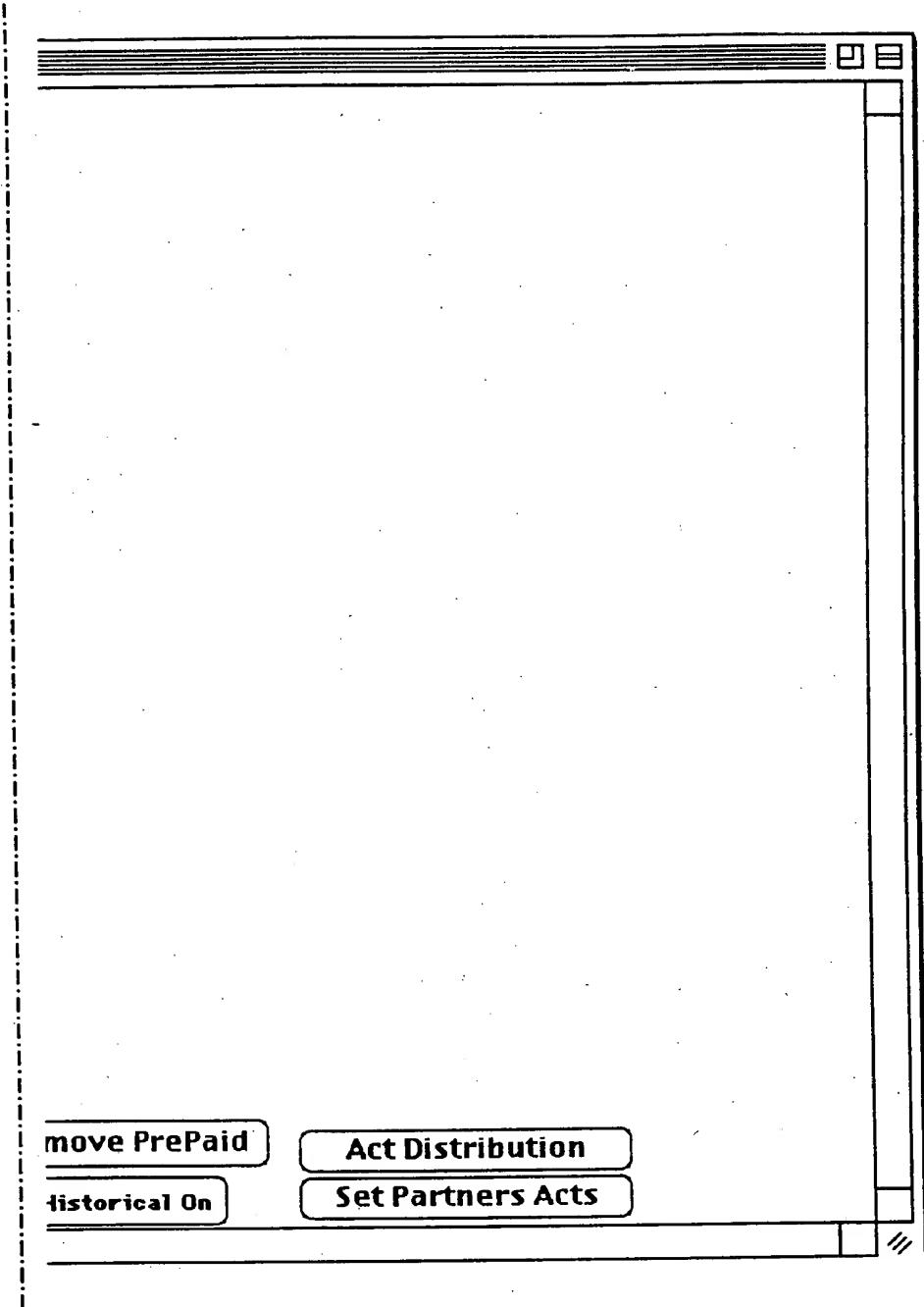
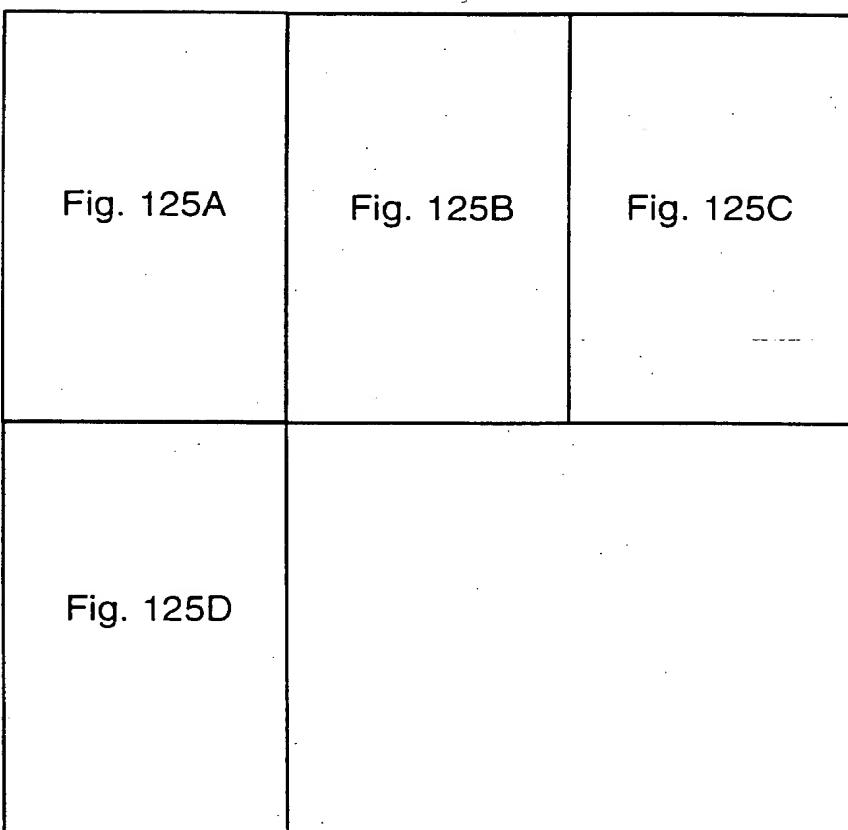


FIG. 124D

Fig 125



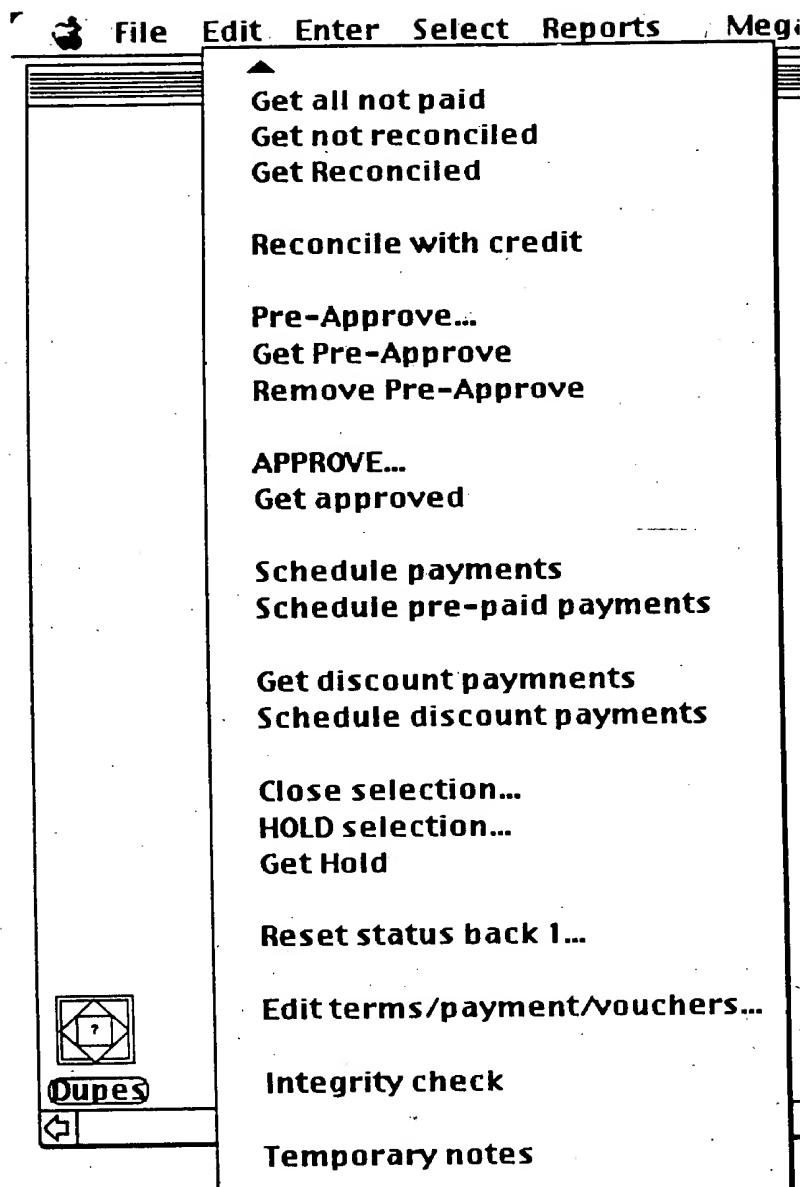


FIG. 125A

a Activities Help

Den_Invoices: 0 of 26071 (Sales-MW)

There are no selected records for: Den_Invoice

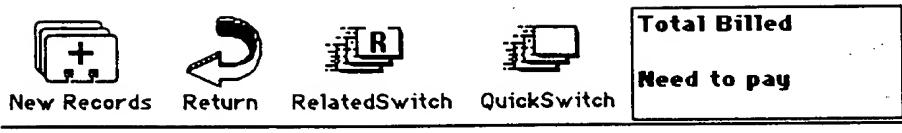
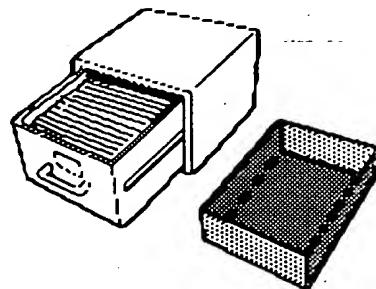


FIG. 125B

4:07 PM

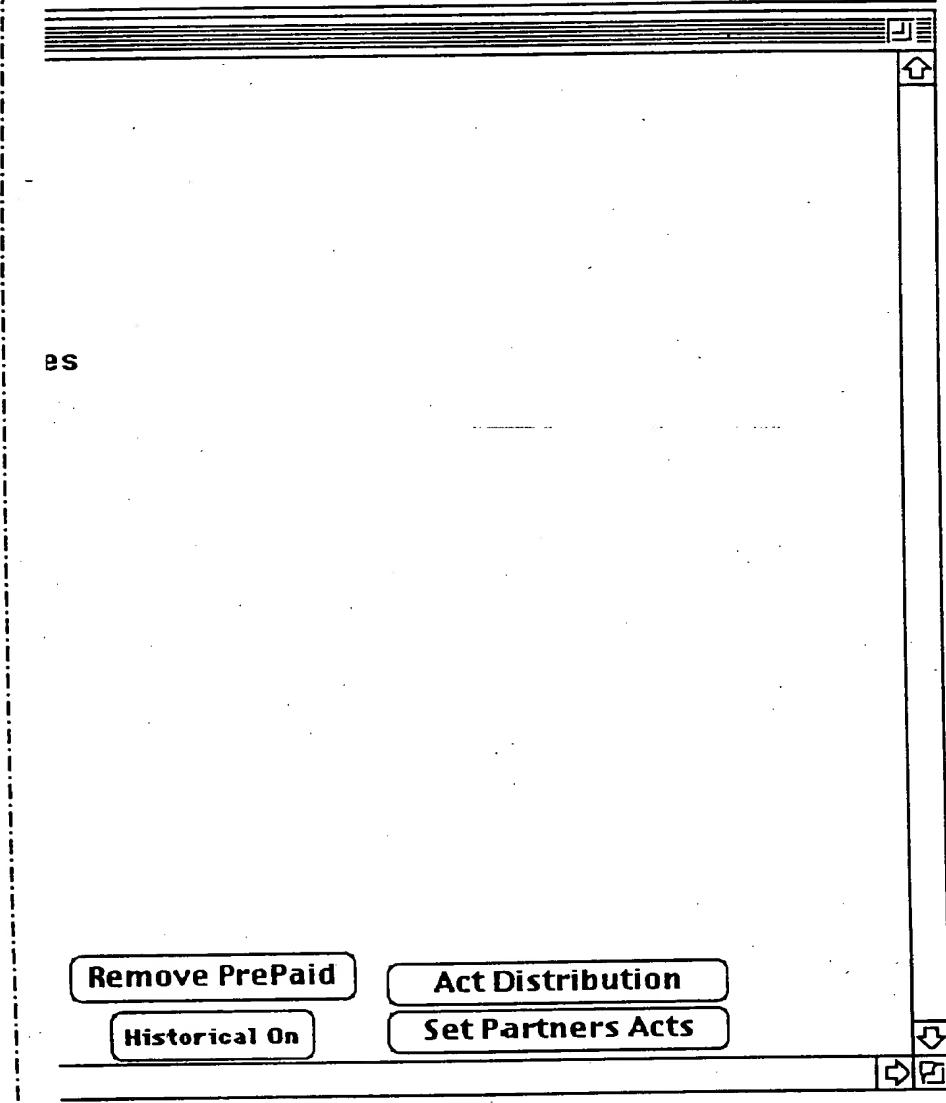


FIG. 125C

Update invoice

Mark ready for review

Get ready to review

Mark reviewed

Get reviewed

Get Tracking

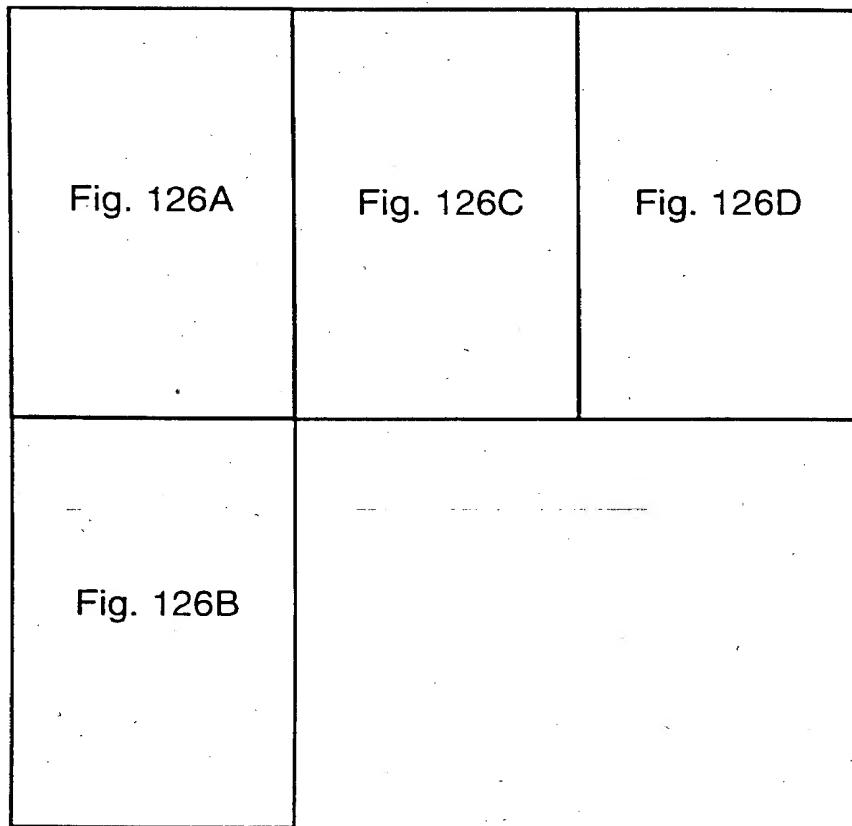
Mark for Tracking

Remove tracking

Tracking notes

FIG. 125D

Fig 126



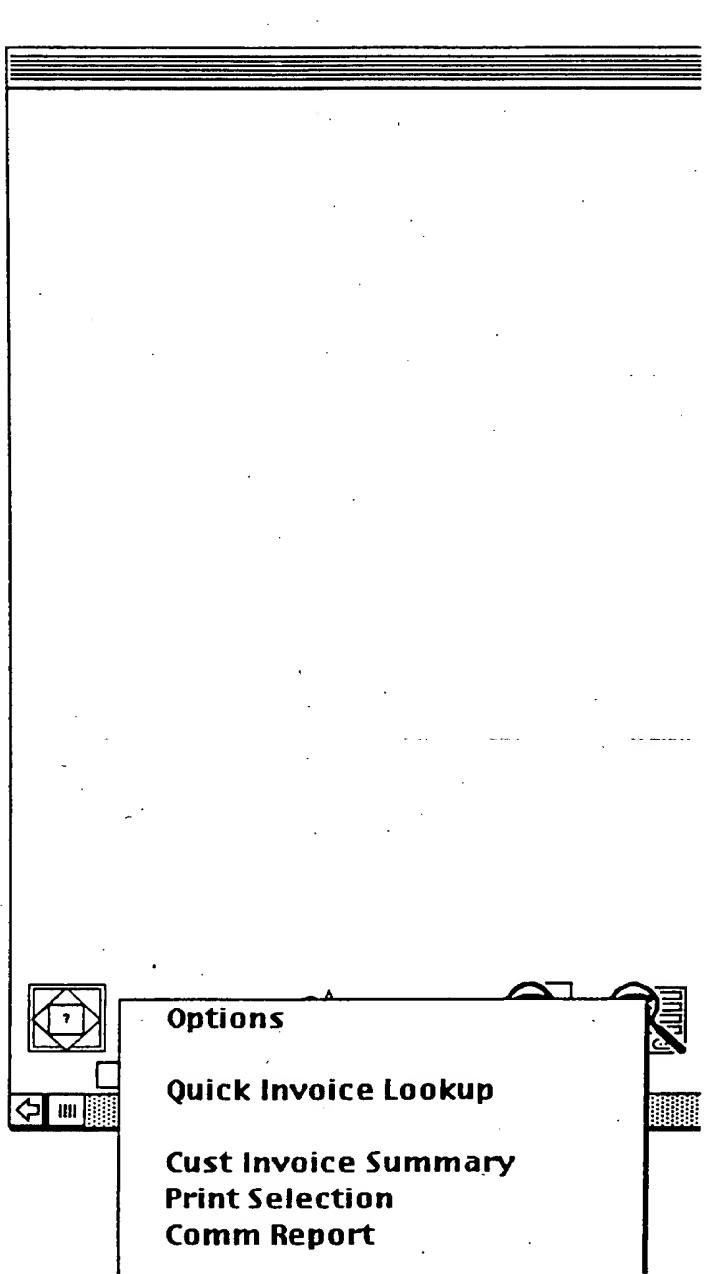


FIG. 126A

Get AR Report selection
Get Not Issued
Get not paid
Get no charge
Get pre-paid

Close - No charge

Split Invoice

Join 2 Invoices

Issue Invoices

FIG. 126B

Cust_Invoices: 0 of 14573 (

There are no selected records

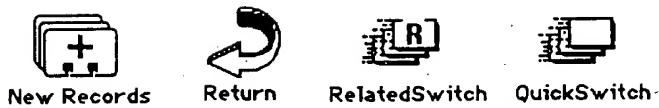
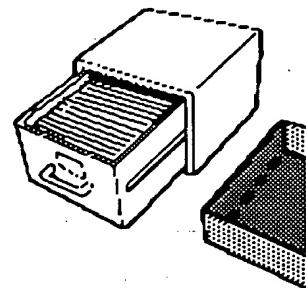


FIG. 126C

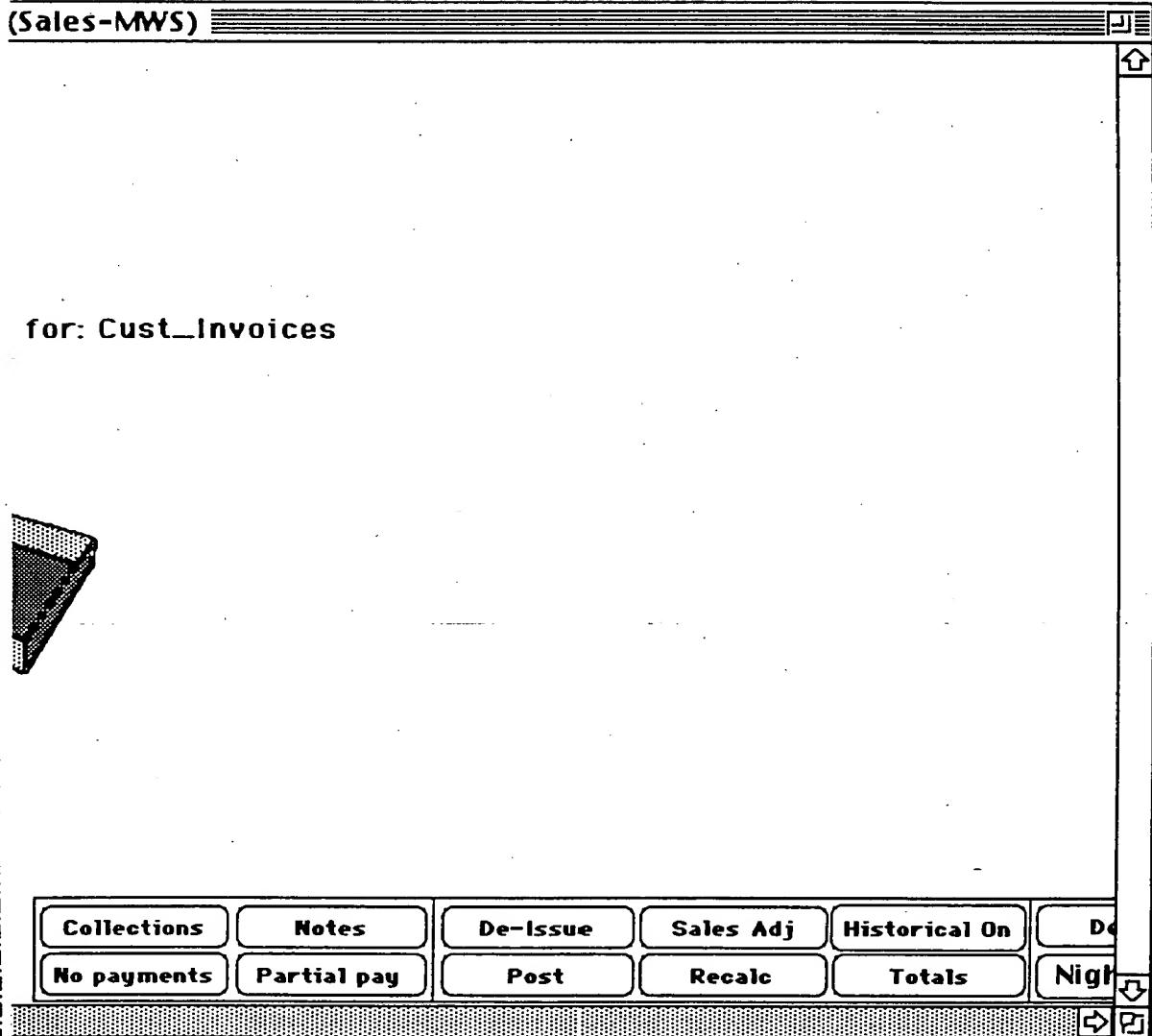


FIG. 126D

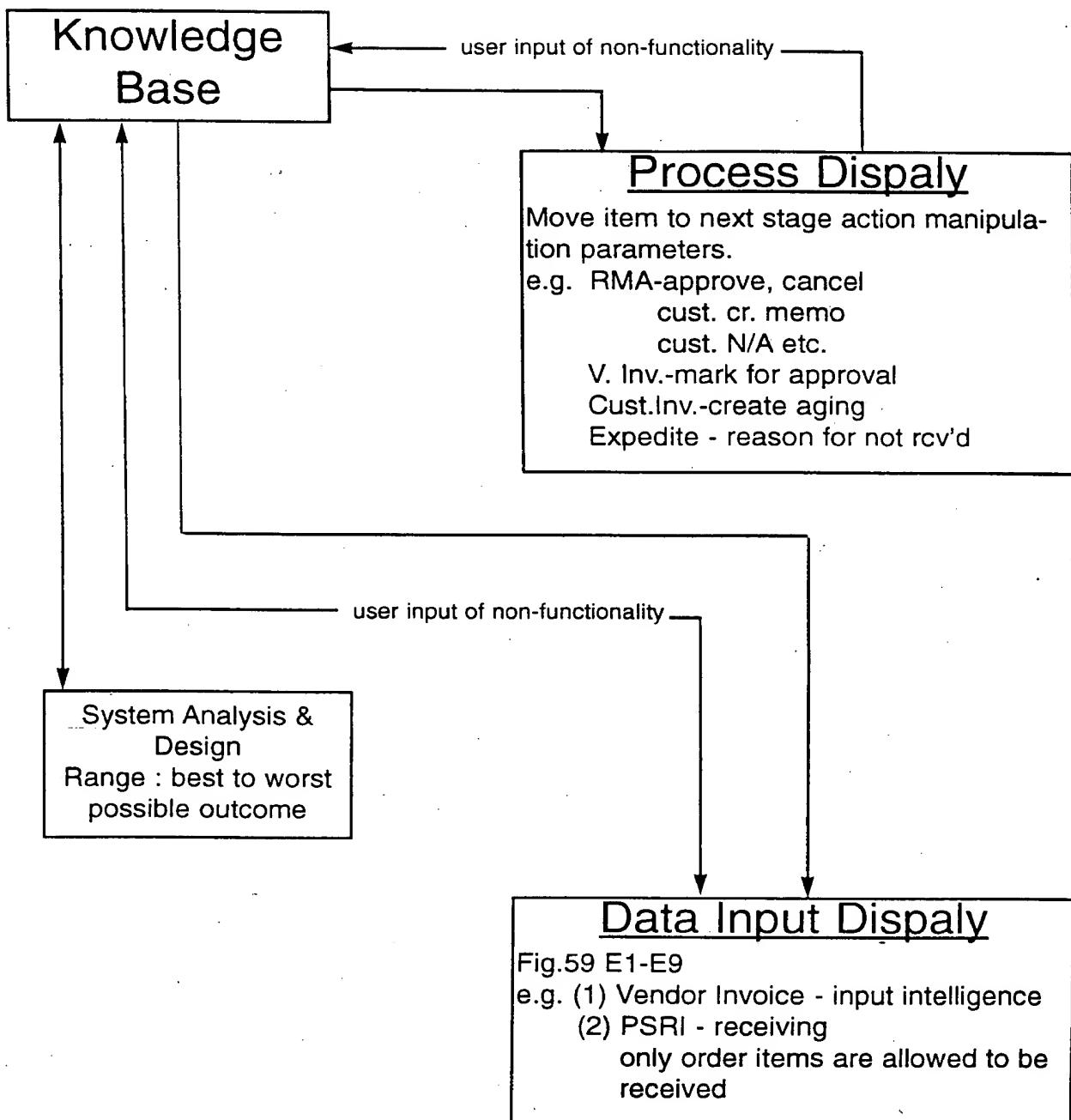


Fig. 129